



TAP Pharmaceuticals Inc.

Date: 12/3/93

To: L. Hernandez
K. Lowe
A. MacKenzie
D. Sundberg
J. Peterson

From: Bob Berman *Bob*

Subject: Sample Compliance Committee

Attached are the minutes of our December 2/ 1993 meeting.
If there are any corrections or additions please let me
know.

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SAMPLES COMPLIANCE COMMITTEE MINUTES OF 12/2/93 MEETING

The Samples Compliance Committee (SCC) met on Thursday, December 3 1993 in the Executive Conference Room to discuss the performance of the sampling system for the third quarter of 1993. The following people were in attendance:

Bob Berman
Lori Hernandez
Alan Mackenzie

Jeff Peterson
Dean Sundberg

Kevin Lowe was out of town on business.

Policy/Procedure Review

A. Ogen Sampling

TAP will not be promoting Ogen beginning in 1994. The committee was informed that the sample card and all other sample documents were being revised to delete Ogen. There is very little stock of old cards that will have to prior forms orders. While TAP will promote Ogen through 1993, it was decided to end new shipments to the Representatives effective immediately. An announcement to the sales representatives will be made shortly.

B. Metrogel/Hytrin Sampling

Sampling in these two products began in October. Initial reports indicate everything is progressing favorably.

C. 1993 Compliance Review

For the third quarter of 1993, 84% of all products were completely in balance. In September, the percentage rose to 86%. A graph of the results for 1993 is attached.

Representative Review

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1. The list of Sales Representatives with adjustments in three or more of the last six months.

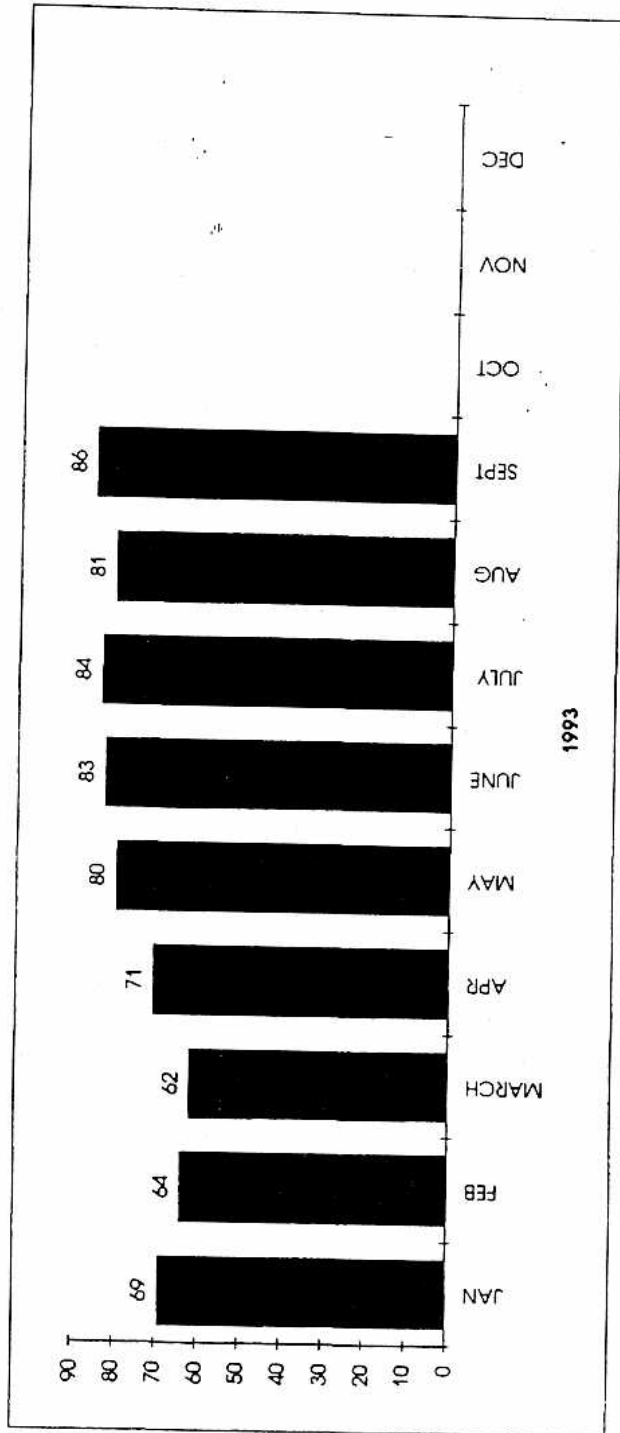
All individuals on the list were reviewed and found to be in compliance with Federal regulations. There were only 2 people on the list with several of the adjustments being corrections to adjustments previously submitted.

2. The list of Sales Representatives whose average samples per physician is at least double their District average. All individuals on the list were reviewed and were found to be in compliance with Federal regulations. There were 4 physicians who received 10 Lupron 7.5mg Kits in the third quarter. All were approved prior to shipment by J. Peterson as required
3. The list of special situation items was reviewed. This list shows any Representative who may not be covered by the two categories above but who, in the opinion of the Samples Review Administrator and the Manager of Sales Administration should be reviewed.

There were five people listed on this report. All show significantly improved results in October. Two Representatives have their sampling privilege suspended until all variances can be reconciled.

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TAP PHARMACEUTICALS
SAMPLE PERFORMANCE
1993



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